

SUMMER 2019 COURSE OFFERINGS

Please see the descriptions below for the Foster MBA Summer Quarter elective course offerings. To request a space in a class, please email mbaregis@uw.edu. **We will begin taking requests for summer courses on Monday, April 15, 2019 at 8:00am.** Class requests will be processed on a first-come, first-served basis. Early requests are discarded.

NOTE: The deadline to request Summer Quarter courses is June 14, 2019.

ACCTG 579 A/B – EXAMINING CORPORATE FRAUD (2 CREDITS)

INSTRUCTOR:	Nancy Pasternack
CLASS MEETS ON:	Thursdays, August 1 - August 22
TIMES:	6:00 - 9:30pm
ROOM:	PACCAR Hall, Room 395
PREREQUISITE:	BA 502 or ACCTG 500

Course Description:

Learn how successful managers can prevent and respond to fraud schemes in the workplace to protect their companies, employees, shareholders and certainly their own career. This class covers the following:

- Regulations and expected compliance with which managers should be familiar.
- Hear real life stories from an investigations practitioner that will shock and surprise you, but most importantly, educate you on how to best protect your concerns.
- Cover frauds often committed by employees, customers and vendors as well as manipulation of financial statements by management.
- Look at many corruption schemes that you may encounter, particularly for those working at global companies.
- Learn about industry specific issues such as those found in banking, health care and construction so that this class can support you for years to come no matter where you work.

For more detail, see the [Summer 2018 syllabus](#).

ENTRE/FIN 557 A/B – ENTREPRENEURIAL FINANCE (4 CREDITS)

INSTRUCTOR:	Lance Young
CLASS MEETS ON:	Tuesdays, June 25 - August 20
TIMES:	6:00 - 9:30pm
ROOM:	PACCAR Hall, Room 395
PREREQUISITE:	BA 500 or FIN 502

Course Description:

Analyzes the unique financial issues facing entrepreneurial firms. Topics include assessing financial performance, financial forecasting and planning, financial management of rapidly growing businesses, start-up ventures, valuation, sources of financing, venture capital, initial public offerings, and the decision to harvest.

For more detail, see the [Autumn 2018 syllabus](#).

MGMT 545 A/B – LEADING & MANAGING HIGH-PERFORMANCE ORGANIZATIONS (4 CREDITS)

INSTRUCTOR:	Crystal Farh
CLASS MEETS ON:	Wednesdays, June 26 - August 21
TIMES:	5:00 - 8:30pm
ROOM:	PACCAR Hall, Room 395
PREREQUISITE:	None

Course Description:

Leadership is both an art and a science. It is a way of thinking and behaving, as well as a set of skills that can be developed and honed throughout a lifetime. In the first half of this course, we build a foundation for leadership by understanding and harnessing the unique leadership potential of each participant, as well as finding their authentic leadership. Then, in the second half, we will equip students with conceptual frameworks and skills development opportunities to enact the Full Range Leadership model when relating and influencing others.

We achieve both of these objectives using guided self-reflection, self-assessment, and skill building. The competencies acquired during this course will assist students in realizing their full leadership potential, whether in personal or professional settings, and provide a foundation for ongoing growth and development. We'll take this journey together by understanding successful approaches to Leading the Self, Leading Others, and Leading Organizations.

For more detail, see the [Spring 2019 syllabus](#).

MGMT 579 A/B – BUSINESS STRATEGIES IN EMERGING MARKETS (4 CREDITS)

INSTRUCTOR:	Marko Madunic
CLASS MEETS ON:	Mondays, June 24 - August 19
TIMES:	6:00 - 9:30pm
ROOM:	PACCAR Hall, Room 395
PREREQUISITE:	None

Course Description:

This course is designed to provide you with an overview of business strategies in emerging markets. The course will help you:

- Study the institutions of emerging markets relevant to business managers.
- Analyze business opportunities in emerging markets.
- Analyze several important governance modes utilized by firms in emerging markets and associated tradeoffs.

For more detail, see the [Summer 2018 syllabus](#).

MKTG 579 A/B – CONSULTATIVE SELLING (2 CREDITS)

INSTRUCTOR:	Karl Uselman
CLASS MEETS ON:	Thursdays, June 27 - July 25
TIMES:	6:00 - 9:30pm
ROOM:	PACCAR Hall, Room 395
PREREQUISITE:	BA 500 or MKTG 501

Course Description:

This course is designed to introduce you to the field of consultative selling and business development. The goal of the course is to provide you with a practical understanding of the sales process, and practices and processes used by sales consultants. We will specifically focus on:

- Learn how to sell using a proven consultative selling framework
- Learn how to align with customer's needs, values, and objectives
- Learn how to qualify opportunities, and determine if you should invest your time and resources with a prospective client
- Learn how to solution and package a solution that fits the client's needs
- Learn techniques to improve your presentations and proposals
- Learn how to win more business
- Learn how to be more persuasive

For more detail, see the [Autumn 2018 syllabus](#).